

## USDA BROILER MARKET NEWS REPORT

WEDNESDAY **SEPTEMBER 14, 2005** VOL. 52 NO. 110

U.S. Department of Agriculture

**Agricultural Marketing Service** 

**Poultry Programs** 

**Market News Branch** 



### NATIONAL BROILER MARKET-AT-A-GLANCE

The undertone was mostly steady on whole product in the major terminal markets. Retail and food service demand was moderately active for midweek business. Offerings were adequate on whole product and usually clearing. However, wogs were reported as spot availability. In the parts structure, trading was moderate to good. B/S breast items were adequate to available. However, wings remain tight and moving seasonally well. Other items were usually balanced to clearing. In production areas, processing schedules were mostly normal. Live supplies were moderate at weights in a full range but generally desirable.

**GEORGIA F.O.B. DOCK PRICES** The Georgia f.o.b. dock quoted price on broilers/fryers for next week's trading remains unchanged at 75.25 cents based on full truck load lots of ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds. This compares to 78.00 cents last year on September 15, 2004.

Georgia f.o.b. dock quoted prices on ice-packed parts for next week's trading.

|                  | DOCK PRICE        |
|------------------|-------------------|
| ITEM             | (CENTS PER POUND) |
| LINE RUN TENDERS | 177.00            |
| BREASTS - B/S    | 156.00            |
| BREASTS - WHOLE  | 87.50             |
| THIGH MEAT - B/S | 126.50            |
| LEG QUARTERS     | 48.50             |
| WINGS            | 95.50             |
|                  |                   |

This information is supplied by the Georgia Department of Agriculture's Poultry Market News Service.

**SOUTHERN REGION** Trade sentiment was cautious but mostly steady on whole product. Retail and distributive movement was light to moderate for midweek business. Demand for whole product was fairly good, but interest for heavy wogs continued to be slow. Supplies were close balance to available. In the parts structure, interest remains active on wings, fairly active on dark meat items. Boneless breast interest was fair, although product was slow in clearing, other items were reported as adequate, but moving. In production areas, live supplies were moderate; weights were a tad heavier, but mostly desirable.

**NORTHEAST REGION** Trucklot buying activity on ready-to-cook whole broiler/fryers was mostly fair to moderate during midweek trading. Offerings of all sizes were in close balance to adequate. Retail and distributive movement was moderate. The market tone was steady to fully steady. In the parts complex, breast items were fully sufficient for current needs. Drums were at least adequate; other dark meat cuts were in close balance and clearing satisfactorily. Wings were well cleared.

MIDWEST REGION Whole broiler/fryer market tone was steady. Offerings were ample for the limited trade call. Retail and food service movement was noted as lagging, light to fair at best. Floor stocks adequate to at times long; weights varied. Transportation issues of fuel surcharges and truck shortages were affecting distribution and trade. Offerings of boneless/skinless breasts continued to increase along with discounts to help clear; all other parts were adequate, except for wings and dark meat which were short of trade needs. The market tone was fully steady to firm on wings and dark meat, steady to fully steady on front halves and tenderloins, steady on leg quarters and steady to weak on boneless/skinless breasts.

**WESTERN REGION** The market tone was about steady. Offerings adequate overall with heavy weights in the longest position. Buying activity was fair. Retailer demand was fair to fairly good. Floor stocks in balance with needs. The market tone was steady to firm on parts; wings in the strongest position.

### **BROILER EGGS SET IN 19 SELECTED STATES UP 3 PERCENT**

Commercial hatcheries in the 19-State weekly program set 208 million eggs in incubators during the week ending September 10, 2005. This was up 3 percent from the eggs set the corresponding week a year earlier. Average hatchability for chicks hatched during the week was 83 percent. Average hatchability is calculated by dividing chicks hatched during the week by eggs set three weeks earlier.

### **CHICKS DOWN 2 PERCENT**

Broiler growers in the 19-State weekly program placed 171 million chicks for meat production during the week ending September 10, 2005. Placements were down 2 percent from the comparable week a year earlier. Cumulative placements from January 2, 2005 through September 10, 2005 were 6.32 billion, up 1 percent from the same period a year earlier.

## BROILER-TYPE EGGS SET AND BROILER CHICKS PLACED TOTAL 19 SELECTED STATES

PERCENT CHANGE WEEK ENDING 09/10/05 2005 2004 **PREVIOUS YEAR** EGGS SET 202,622 +03 208,331 CHICKS PLACED 170,874 174,977 -02

WEEKLY FRYERS AVAILABLE FOR MARKETING Based on the preliminary chick placements, the number of fryers available for marketing during the week ending 22-Oct-05 is estimated at 156.7 million head. This compares to 158.2 million head the previous week and to 163.9 million head the same week a year ago, when the slaughter was 164.1 million head and the composite weighted average price was 67.90 cents per pound.

#### **SEPTEMBER 13, 2005 SOUTHERN STATES BROILER/FRYER PARTS**

**SEPTEMBER 14, 2005** 

54.61

F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| PO                     | UNDS         |  |  | WTD        | POI   | UNDS  |               |                 | WTD    |
|------------------------|--------------|--|--|------------|---|-------|---------------|-----------------|--------|
| <u>ITEM</u>            | <u>(000)</u> | <b>RANGE</b>                           | <b>MAJORITY</b>                        | <u>AVG</u> | <u>ITEM</u>   | (000) | <b>RANGE</b>  | <b>MAJORITY</b> | AVG    |
| BREAST - B/S           | 825          | 128.00-210.00                          | -                                      | 140.30     | BREAST - B/S  | 730   | 120.00-155.00 | 131-136         | 134.89 |
| TENDERLOINS            | 213          | 145.00-188.00                          | 147-149                                | 149.69     | TENDERLOINS   | 234   | 145.00-178.00 | 147-149         | 149.28 |
| BREAST - LINE RUN      | 124          | 85.00-95.00                            | 87-89                                  | 88.05      | BREAST - LINE RUN                                       | 109   | 85.00-92.00   | 86-88           | 87.95  |
| FRONT HALVES           | T            | OO FEW TO RE                           | PORT                                   |            | FRONT HALVES  | Т     | OO FEW TO RE  | PORT            |        |
| LEGS                   | T            | OO FEW TO RE                           | PORT                                   |            | LEGS  | Т     | OO FEW TO RE  | PORT            |        |
| LEG QUARTERS (BULK)    | 636          | 42.00-47.00                            | 46                                     | 45.74      | LEG QUARTERS (BULK)                                     | 596   | 44.00-48.00   | 46-46.5         | 46.09  |
| LEG QUARTERS (4/10)    | 900          | 45.00-49.00                            | 47-48                                  | 47.64      | LEG QUARTERS (4/10)                                     | 990   | 46.00-49.00   | 47-48           | 47.78  |
| WINGS (WHOLE)          | 297          | 89.00-94.00                            | -                                      | 91.14      | WINGS (WHOLE)   | 302   | 90.00-97.00   | 92-94           | 92.82  |
| WINGS (CUT)            | 30           | 00 108.00-11                           | 4.00109-111                            | 110.62     | WINGS (CUT)   | 295   | 110.00-114.00 | -               | 113.49 |
| DRUMSTICKS             | 68           | 3 54.00-72.00                          | ) -                                    | 57.00      | DRUMSTICKS  | 68    | 54.00-72.00   | -               | 57.00  |
| THIGHS                 | T            | OO FEW TO RE                           | PORT                                   |            | THIGHS  | 58    | 55.00-72.00   | -               | 58.03  |
| B/S THIGHS             | 60           | 125.00-140.00                          | -                                      | 133.33     | B/S THIGHS  | 80    | 125.00-140.00 | -               | 133.75 |
| WHOLE BODY INDEX BASE  | ******       | ************************************** | ************************************** | ********   | ' ***********************************<br>- F.O.B. DOCK. | ***** | ******        | ******          | *****  |
| WHOLE DOD! INDEX DAGEL | RANG         |  | ODAY'S AVE                             |            | RANGE   | TOD   | AY'S AVERAGE  | 5-DAY A         | VERAGE |

## The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy. **NORTHEAST BROILER/FRYER PARTS**

52.00-56.50

54.71

Trucklot buying activity was mostly fair to moderate during midweek trading. Offerings of breast items were fully sufficient for current trade needs. Drums were available; other dark meat cuts were adequate to well cleared. Wings ranged adequate to short. Retail and distributive movement was fair to moderate. The market tone was steady to fully steady.

\*ICE PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES, CENTS PER POUND.

54.69

| <b>SEPTEMBER 13, 2005</b> | <b>CURRENT NEG</b> | WTD    |         | SEPTEMBER 14, 2005        | <b>CURRENT NEG</b> | WTD    |         |
|---------------------------|--------------------|--------|---------|---------------------------|--------------------|--------|---------|
| <u>ITEM</u>               | TRADING*           | AVG**  | VOL/LBS | <u>ITEM</u>               | TRADING*           | AVG**  | VOL/LBS |
| BREAST - B/S              | 155                | 146.75 | 685,920 | BREAST - B/S              | 155                | 146.73 | 597,790 |
| TENDERLOINS               | 150                | 142.53 | 245,785 | TENDERLOINS               | 150                | 144.51 | 179,110 |
| BREAST - WITH RIBS        | 84-85              | 93.14  | 92,120  | BREAST - WITH RIBS        | 84-85              | 93.47  | 64,000  |
| BREAST - LINE RUN         | 84                 | 86.33  | 81,000  | BREAST - LINE RUN         | 84                 | 86.85  | 95,400  |
| LEGS                      | 64-65              | 65.12  | 192,480 | LEGS                      | 64-65              | 63.94  | 212,880 |
| LEG QUARTERS (BULK)       | 48-49              | 47.18  | 352,600 | LEG QUARTERS (BULK)       | 48-49              | 48.30  | 367,840 |
| DRUMSTICKS                | 54-55              | 60.45  | 151,910 | DRUMSTICKS                | 54-55              | 59.55  | 126,840 |
| THIGHS                    | 61-62              | 62.35  | 102,940 | THIGHS                    | 61-62              | 67.65  | 51,160  |
| B/S THIGHS                | 135-136            | 122.47 | 106,000 | B/S THIGHS                | 135-136            | 129.91 | 121,340 |
| WINGS (WHOLE)             | 97-98              | 96.07  | 247,720 | WINGS (WHOLE)             | 98-99              | 97.76  | 205,120 |
| BACKS AND NECKS (STRIPPED | ) 10-12            | 11.99  | 17,640  | BACKS AND NECKS (STRIPPED | 0) 10-12           | 11.27  | 12,000  |
| LIVERS (5 POUND TUBS)     | 45-50              | 47.77  | 14,920  | LIVERS (5 POUND TUBS)     | 45-50              | 41.01  | 8,720   |
| GIZZARDS (HEARTS)         | 65-70              | 69.73  | 17,840  | GIZZARDS (HEARTS)         | 65-70              | 69.87  | 17,040  |

INCLUDES: NY CITY METRO. AREA, RI, NORTHERN NJ, MA, CT, PA (NORTHEAST OF HARRISBURG).

52.00-57.50

<sup>\*\*</sup> WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

| FSTIMATE   | ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)  AVG SOUTHERN CALIFORNIA (L.A. AREA) PROCESSED POULTRY |          |           |          |              |                      |                            |                           |                   |                  |            |
|--|---|----------|-----------|----------|--------------|----------------------|----------------------------|---------------------------|-------------------|------------------|------------|
| LOTIMATE   |   | MATED    |           | TUAL     |              | WTS                  | ACTUAL                     |                           |                   | LERS             | RANGE      |
|  | (1,00   |          | (1,000    |          |              |                      | (1,000)                    |                           | FRESH FRYERS      |                  | 97-99      |
|  | 09/14   | 09/13    | 09/12     | 09/09    | 09/12        | 09/09                | 09/07                      | 09/05                     | ROASTERS 4# & UP  |                  | 99-107     |
| Alabama  | 4,093   | 4,134    | 4,015     | 5,156    | 5.38         | 5.15                 | 4,055                      | 4.69                      | HENS UNDER 5#     |                  | -          |
| Arkansas   | 5,380   | 5,424    | 5,320     | 5,958    | 5.40         | 5.17                 | 5,382                      | 5.04                      | HENS OVER 5#      |                  | 65-73      |
| Delmarva   | 2,298   | 2,303    | 2,274     | 2,823    | 5.65         | 5.48                 | 2,316                      | 5.55                      | DUCKS             |                  | -          |
| KY-LA-TN   | 2,291   | 2,292    | 2,374     | 3,296    | 5.41         | 5.09                 | 2,263                      | 4.95                      | RABBITS-WHOLE     |                  | -          |
| Mississipp   | oi 3,069  | 3,177    | 3,608     | 2,753    | 5.94         | 4.98                 | 2,665                      | 5.44                      | RABBITS-CUT UP    |                  | -          |
| North Car  | 2,487   | 2,538    | 2,476     | 3,367    | 6.54         | 6.64                 | 2,438                      | 6.24                      | CAN ED ANGIGO DO  | OCCOURD DOLL TRY |            |
| Texas  | 251   | 2,498    | 2,521     | 2,573    | 5.28         | 5.17                 | 2,547                      | 4.90                      | SAN FRANCISCO PRO |                  | TI ITIONIO |
| Total  | 19,869  | 22,366   | 22,588    | 28,749   | 5.62         | 5.54                 | 21,666                     | 5.17                      | DELIVERED TO REST |                  |            |
| Mon-Wed  | 65,201  | (A)      |           |          |              |                      | 50,701 (                   | ۹)                        | FRESH FRYERS      | ICE PACK         | 105-107    |
| (A) Weekly cumulative for states listed above.   |   |          |           |          |              | ROASTERS 4# & UP     | DRY PACK ICE PACK DRY PACK | 108<br>108-112<br>111-112 |                   |                  |            |
| Broiler-fryer slaughter under federal inspection for 14-Sep-05 is estimated to be 29,726,000 head down 8.57 percent from a week ago anddown -3.21 percent from a year ago. |   |          |           |          | HENS OVER 5# | ICE PACK<br>DRY PACK | 93-95<br>95-105            |                           |                   |                  |            |
| (Last week   | 32,512,   | 000, las | t year 30 | ,711,000 | 0)           |                      |                            |                           | DUCKS             |                  | 180-192    |

TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

### **ESTIMATED U.S. LIVE POULTRY SLAUGHTER**

UNDER FEDERAL INSPECTION FOR WEEK ENDING 17-Sep-05

|               | CURRENT WEEK | PREVIOUS WEEK |
|---------------|--------------|---------------|
|               | 09/17/05 (1) | 09/10/05      |
| CLASS         | ———THOUS     | AND HEAD ———  |
| Broiler/fryer | 172,166 (2)  | 149,518       |
| Light hens    | 1,055        | 1,306         |
| Heavy hens    | 1,563        | 1,324         |
| Total         | 174,784      | 148,493       |

(1)ESTIMATED (2)The estimated number of broiler-fryers available for slaughter the week ending 17-Sep-05 is 163.7 million head compared to 156.3 million head slaughtered the same week last year. The estimated U.S. slaughter this week is 172.5 million head or 8.8 million more than estimated available. For the week of 24-Sep-05 the estimated available is 163.1 million head.

## WEEKLY COLD STORAGE HOLDINGS-SELECTED STGE CENTERS (INCL GOVT STOCKS) (IN THOUSANDS)

| PROCESS     | SED TURKEY | PROCESSED POULTRY |  |  |
|-------------|------------|-------------------|--|--|
|             | <u>LBS</u> | <u>LBS</u>        |  |  |
| AM 09/12/05 | 118,240    | 53,812            |  |  |
| AM 09/01/05 | 118,073    | 52,120            |  |  |
| CHG         | 167        | 1,692             |  |  |
| PCT CHG     | 0          | 3                 |  |  |

## COLD STORAGE MOVEMENT (IN THOUSANDS)

|                | FROC                       | LOOLD IC | KKLIS | PROCESSED POULTRY |          |          |
|----------------|----------------------------|----------|-------|-------------------|----------|----------|
|                | 09/12/05 09/05/05 09/13/04 |          |       | 09/12/05          | 09/05/05 | 09/13/04 |
| <b>PACIFIC</b> |                            |          |       |                   |          |          |

DDOCESSED DOLLI TDV

| COAST          | 4,931 | 5,009 | 20,796 | 4,217 | 4,284 | 5,387 |
|----------------|-------|-------|--------|-------|-------|-------|
| LOS            |       |       |        |       |       |       |
| <b>ANGELES</b> | 96    | 77    | 357    | 2,084 | 2,041 | 3,616 |

### CENTRAL MISCELLANEOUS POULTRY RTC HENS

READY-TO-COOK PRICES NEGOTIATED FOR DELIVERY TO FIRST RECEIVERS, U.S. GRADE A AND PLANT GRADE, 5 LBS. AND UP, FOR WEEK OF SEPTEMBER 12, 2005 RANGE HENS ICE PACKED (12 PER BOX) 76-80 VACUUM PACKED (6-9 PER BOX) 82-84

### HACKETTSTOWN POULTRY SALES FOR 09/13/05

AI PAPERS REQUIRED TO SELL ALL OUT OF STATE POULTRY LOW HIGH AVG LOW HIGH AVG HEAVY FOWL lb. .30 .65 .36 HEAVY FOWL ea. LIGHT FOWL lb. - LIGHT FOWL ea. MIXED FOWL lb. - MIXED FOWL ea. BANTAMS lb. - BANTAMS ea. 3.25 3.50 BROILERS lb. - BROILERS ea. ROASTERS lb. - ROASTERS ea. FRYERS lb. - FRYERS ea. CHICKS lb. - CHICKS ea. PULLETS lb. - PULLETS ea. 6.00 7.00 - BUNNIES ea. BUNNIES lb. ROOSTERS lb. 1.00 1.20 1.15 ROOSTERS ea. 2.25 2.50 - GEESE ea. GEESE lb. TURKEYS lb. - TURKEYS ea. DUCKS lb. - 1.00 DUCKS ea. RABBITS lb. .60 1.25 1.00 RABBITS ea. PIGEONS lb. - PIGEONS ea. GUINEA FOWL Ib. - GUINEA FOWL ea. DUCKLINGS lb. - DUCKLINGS ea. GUINEA KEETS ea. -- CALL DUCKS ea. SILKIES ea. - GOSLINGS ea.

- TURKEY POULTS ea.-

GUINEA PIGS ea.

CHUKARS ea. TOTAL COOPS 49

### **MAJOR WHOLESALE MARKETS - Mexico City**

| Cents per pound for the week ending September 9, 2005 |   |  |  |  |  |  |  |
|---|---|--|--|--|--|--|--|
| Whole   |   | Legs   | Necks, Backs   | Livers/  |  |  |  |
| <b>Chickens</b>                                       | <b>Breasts</b>  | W/ Thighs  | & Wings  | <u>Gizzards</u>  | <u>Hens</u>  |  |  |
| ON  |   |  |  |  |  |  |  |
| _   | 144 16  | 97 52  | 21 20  | 12 72  | 69.96  |  |  |
|   |   |  |  |  | 69.96  |  |  |
|   |   |  | _  |  | 69.96  |  |  |
| uy 72.00  | 111.10  | 07.02  | 21.20  | 12.72  | 00.00  |  |  |
| JUAN  |   |  |  |  |  |  |  |
| 63.60   | 139.92  | 89.04  | 16.96  | 12.72  | 67.84  |  |  |
| h 69.96   | 148.40  | 97.52  | 21.20  | 16.96  | 67.84  |  |  |
| tly 67.84   | 139.92  | 93.28  | 16.96  | 12.72  | 67.84  |  |  |
|   |   |  |  |  |  |  |  |
| V SAN JUAN  | 1   |  |  |  |  |  |  |
| 67.84   | 144.16  | 84.80  | 16.96  | 12.72  | 66.14  |  |  |
| h 72.08   | 148.40  | 97.52  | 21.20  | 16.96  | 66.14  |  |  |
| tly 72.08   | 144.16  | 93.28  | 16.96  | 16.96  | 66.14  |  |  |
|   |   |  |  |  |  |  |  |
| ERRA  |   |  |  |  |  |  |  |
| 65.72   | 148.40  | 101.76   | 21.20  | 12.72  | 72.08  |  |  |
| h 75.05   | 156.88  | 110.24   | 25.44  | 21.20  | 72.08  |  |  |
| tly 72.08   | 148.40  | 106.00   | 21.20  | 16.96  | 72.08  |  |  |
|   | Whole Chickens ON 7 67.84 h 72.08 tly 72.08 l JUAN 63.60 h 69.96 tly 67.84 l V SAN JUAN 7 67.84 h 72.08 tly 72.08 | Whole Chickens Breasts ON 7 67.84 144.16 6 72.08 148.40 6 1JUAN 7 63.60 139.92 6 69.96 148.40 6 67.84 139.92 7 SAN JUAN 7 67.84 144.16 6 72.08 144.16 6 72.08 144.16 6 72.08 144.16 6 75.05 156.88 | Whole Chickens         Legs W/ Thighs           Chickens         Breasts         W/ Thighs           CON         4         67.84         144.16         97.52           th         72.08         148.40         106.00         106.00           tly         72.08         144.16         97.52           I JUAN         4         63.60         139.92         89.04           th         69.96         148.40         97.52           tly         67.84         139.92         93.28           V SAN JUAN         4         67.84         144.16         84.80           th         72.08         144.16         93.28           CERRA         4         65.72         148.40         101.76           th         75.05         156.88         110.24 | Whole Chickens         Legs W/ Thighs         Necks, Backs           Chickens         Breasts         W/ Thighs         & Wings           ON         67.84         144.16         97.52         21.20           h         72.08         148.40         106.00         25.44           tly         72.08         144.16         97.52         21.20           I JUAN         63.60         139.92         89.04         16.96           h         69.96         148.40         97.52         21.20           tly         67.84         139.92         93.28         16.96           V SAN JUAN         67.84         144.16         84.80         16.96           K SAN JUAN         67.84         144.16         84.80         16.96           K JUAN         67.84         144.16         93.28         16.96           K SAN JUAN         67.84         144.16         93.28         16.96           K JUAN         67.84         144.16         93.28         16.96           K JUAN         67.84         144.16         93.28         16.96 | Whole Chickens         Legs W/ Thighs         Necks, Backs & Livers/ & Wings         Livers/ Gizzards           ON (1) 67.84 |  |  |

#### **DELMARVA**

Movement of ready-to-cook whole birds was moderate and was usually keeping offerings in a workable or good balance position. Live supplies were moderate; weights were still irregular and in a full range of light to heavy. Processor schedules were moderately heavy. Less than trucklot asking prices were unchanged at 74 to 85 cents. Trade sentiment was steady to fully steady. In the parts complex, supplies were adequate to well cleared. Wings were in the best position and reported as short of needs. Dark meat items were balanced to spot available. B/S breast were slightly more available, but generally steady. Giblets were well cleared.

\*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA

|                  | BRANDED      |
|------------------|--------------|
|                  | U.S. GRADE A |
| RANGE            | 67-88        |
| WEIGHTED AVERAGE | (A)          |
| NO. OF BOXES     | (A)          |

# USDA, AMS, POULTRY PROGRAMS, POULTRY MARKET NEWS OFFICES

| TOOLINT MARKET NEWS OFFICES |          |               |                     |  |
|-----------------------------|----------|---------------|---------------------|--|
| Washington, DC              | Voice    | (202)720-6911 | Mike Sheats         |  |
|                             | Fax      | (202)720-2403 | (Chief)             |  |
| Atlanta, GA                 | Voice    | (404)562-5850 | Johnny Freeman      |  |
|                             | Fax      | (404)562-5875 | (Officer-In-Charge) |  |
| Jackson, MS                 | Voice    | (601)965-4662 | Gary Brown          |  |
|                             | Fax      | (601)359-1175 | (Southern States    |  |
|                             |          |               | Area Supervisor)    |  |
| Des Moines, IA              | Voice    | (515)284-4471 | Mary L. Adkins      |  |
|                             | Fax      | (515)284-4468 | (Officer-In-Charge) |  |
|                             | Recorded | (515)284-4545 |                     |  |
| Long Beach, CA              | Voice    | (562)388-7337 | Jim Derby           |  |
|                             | Fax      | (562)432-8295 | (Officer-In-Charge) |  |
|                             | Recorded | (213)534-1335 |                     |  |
|                             |          |               |                     |  |